

Message Text

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SUBJ: SPANISH EXHIBITION-INI EXPOCARACAS 1976

1. THE NATIONAL INDUSTRIAL INSITUTE OF SPAIN (INI) SPONSORED
A MAJOR EXHIBITION AT VENEXPO IN DOWNTOWN CARACAS 17-22 JULY.

2. THE EXIBITION HIGHLIGHTED PRODUCTS
AND EQUIPMENT MANUFACTURED BY 58 SPANISH COMPANIES IN WHICH
INI HAS EQUITY AND MANAGERIAL CONTROL.

3. THE EXHIBITION WAS CREATIVELY DESIGNED AND WELL EXECUTED,
USING MODERN EXHIBITION TECHNIQUES AND NOVEL DESIGNS AND MATE-
RIALS.

4. APRESS CONFERENCE WITH HIGH-RANKING INI OFFICIALS CENTERED
ON THE FOLLOWING INI OBJECTIVES:

A. REPORTEDLY, VENEZUELA HAS BOUGHT 400 PEGASO BUSES, AND
INI ANTICIPATES ORDERS FOR AN ADDITIONAL 1000 UNITS, DESTINED
FOR USE ON INTERCITY AND TOURISM ROUTES.

B. IT WAS ALSO REPORTED THAT 20 HEAVY PEGASO TRUCKS HAVE
BEEN SOLD, AND SUBSTANTIAL ADDITIONAL RODERS, TO INCLUDE GRABAGE
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TRUCKS, ARE ANTICIPATED.

C. INI OFFICIALS HAVE BEGUN TALKS WITH THE INSTITUTO VENEZOLANO DE PETROQUIMICA REGARDING THE POSSIBLE CONSTRUCTION OF A JOINT IVP:INI PETROCHEMICAL PROJECT. THE PROJECT WOULD COMPRISE 15-20 PERCENT INI PARTICIPATION. INI ALSO PROPOSED SPANISH PUBLIC OR PRIVATE SECTOR PARTICIPATION IN A VENEZUELAN SYNTHETIC RUBBER PLANT.

D. THE LIGHT SPANISH AIRCRAFT AVIOCAR C-212 (\$1.2 MILLION EACH) IS BEING HIGHLY TOUTED. INI HAS PROPOSED THE AVIOCAR AS THE PROTOTYPE OF AIRCRAFT TO BE BUILD BY THE HYPOTHETICAL VENEZUELAN AIRCRAFT INDUSTRY.

E. INI HAS PRESENTED PROPOSALS FOR THE INSTALLATION OF TWO DIESEL ENGINE ASSEMBLY PLANTS.

F. INI IS OFFERING A WIDE VARIETY OF CONSTRUCTION EQUIPMENT AND SUPPLIES FOR THE CARACAS METRO. INI OFFICIALS INDICATED THAT PRIVATE MEETINGS HAVE BEEN HELD WITH METRO AUTHORITIES.

G. SPANISH CAPABILITIES IN RAILWAY CONSTRUCTION, EQUIPPING, AND MANAGEMENT RECEIVED PREMIER TREATMENT, WITH A VIEW TOWARD INFLUENCING UPCOMING CONTRACT AWARDS FOR THE FIRST STAGE OF VENEZUELA'S RAILROAD. THE INI DELEGATION INCLUDED A DISPROPORTIONATE NUMBER OF SPANISH RAIL/INDUSTRY/ADMINISTRATION OFFICIALS.

H. ANOTHER LARGE SECTION OF INI'S EXHIBITION WAS DEVOTED TO MILITARY VEHICLES, AND WEAPONS AND AMMUNITION. INI OFFICIALS MET WITH OFFICIALS OF THE VENEZUELAN ARMED FORCES AND MINISTRY OF DEFENSE TO DISCUSS SALES PROSPECTS FOR THESE ITEMS.

I. SHIPBUILDING WAS ANOTHER AREA WHICH INI GAVE STAR BILLING. PRESS REPORTS INDICATED THAT INI IS CONFIDENT OF PARTICIPATING IN GOV (COVINCA) SHIPBUILDING PROJECTS.

5. INI OFFICIALS INDICATED THAT THEY HAVE INITIATED PROPOSALS TO SUPPLY TECHNOLOGY AND EQUIPMENT TO CORPOZULIA FOR THE FIVE MILLION M.T./YR. ZULIA STEEL MILL.

6. INI AND PETROVEN REPORTEDLY ARE DISCUSSING THE PURCHASE BY UNCLASSIFIED

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SPAIN OF ONE MILLION TONS OF CRUDE PETROLEUM, AND INI AND SIDOR ARE DISCUSSING A TRANSACTION INVOLVING ONE MILLION TONS OF IRON ORE. A SOMEWHAT SCINTILLATING PROPOSAL WAS MADE BY INI TO EVALUATE THE USE OF SPANISH CAVERNS AS A NATURAL GAS TERMINAL FOR ULTIMATE VENEZUELAN DELIVERIES TO OTHER EUROPEAN BUYERS.

7. COMMENT: INI'S EXHIBITION WAS SERIOUS, WELL-EXECUTED, AND WITH A FEW EXCEPTIONS, WELL TARGETED. DURING THE CONCLUDING

DAYS OF THE EXHIBITION, THE DIRECTORS OF INI'S PETROCHEMICAL, RAILROAD, AND SHIPBUILDING DEPARTMENTS CONDUCTED HIGH-LEVEL SEMINARS FOR THOSE VENEZUELAN AGENCIES WHICH ARE TO IMPLEMENT DEVELOPMENT OBJECTIVES IN THOSE SECTORS. INI'S TURNKEY CAPABILITIES WOULD SEEM TO ENHANCE THEIR PROSPECTS IN THESE KEY AREAS.
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